A5185-1

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	9,900	1.03	8,301	1.07
Alaska	578	.09	547	.07	946	.13	1,843	.19	1,202	.16
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	13,813	1.43	11,724	1.52
Arkansas	5,058	.76	5,568	.72	6,826	.86	8,343	.87	7,090	.92
California	86,108	12.95	89,503	11.65	93,198	11.76	116,127	12.06	92,458	11.96
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	13,040	1.35	10,263	1.33
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	10,241	1.06	8,974	1.16
Delaware	1,308	.20	1,390	.18	1,588	.20	1,830	.19	1,545	.20
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	2,104	.21	1,551	.20
Florida	40,716	6.12	48,804	6.35	52,196	6.58	67,990	7.06	51,569	6.67
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	13,286	1.38	11,249	1.46
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,738	.18	1,671	.22
Idaho	4,001	.60	4,592	.60	5,089	.64	6,988	.73	4,836	.63
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	40,803	4.24	33,761	4.37
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	22,610	2.35	17,335	2.24
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	20,322	2.11	14,602	1.89
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	9,659	1.00	7,522	.97
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	12,069	1.26	8,669	1.12
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	11,471	1.19	9,888	1.28
Maine	3,990	.60	3,834	.50	3,596	.45	4,542	.47	3,752	.49
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	14,734	1.53	12,789	1.65
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	33,893	3.52	26,254	3.40
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	40,512	4.21	33,858	4.38
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	21,305	2.21	18,619	2.41
Mississippi	3,890	.59	4,040	.53	4,603	.58	5,422	.57	5,689	.74
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	23,534	2.45	18,665	2.42
Montana	3,340	.50	4,531	.59	3,901	.49	4,308	.45	4,030	.52
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	10,073	1.05	6,131	.79
Nevada	1,966	.30	2,137	.28	2,378	.30	2,717	.28	1,941	.25
Sub Total	**369,031**		**422,896**		**443,896**		**545,217**		**435,938**	**56.42**

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984 Jan.-Sep.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,779	.29	2,140	.28
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	20,707	2.15	16,157	2.09
New Mexico	2,902	.44	3,794	.49	4,291	.54	4,932	.51	4,314	.56
New York	36,938	5.55	38,800	5.05	41,854	5.29	48,984	5.09	37,988	4.92
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	12,567	1.30	10,404	1.35
North Dakota	3,140	.47	3,393	.44	3,364	.42	4,327	.45	3,379	.44
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	37,772	3.92	29,597	3.83
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	12,808	1.33	10,222	1.32
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	19,848	2.06	14,570	1.89
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	52,730	5.47	40,394	5.23
Rhode Island	2,990	.45	3,539	.46	3,277	.41	3,685	.38	2,917	.38
South Carolina	4,410	.66	4,541	.59	5,183	.65	6,252	.65	4,751	.61
South Dakota	2,395	.36	3,189	.42	3,050	.38	4,233	.44	3,202	.41
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	14,125	1.47	10,756	1.39
Texas	38,457	5.78	42,209	5.49	42,637	5.38	52,634	5.47	45,190	5.85
Utah	4,947	.74	6,039	.79	7,762	.98	8,444	.88	5,182	.67
Vermont	3,894	.59	4,202	.55	4,786	.60	6,034	.63	5,154	.67
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	14,120	1.47	11,405	1.48
Washington	15,300	2.30	17,507	2.28	16,794	2.12	21,825	2.27	18,308	2.37
West Virginia	5,698	.86	7,008	.92	7,351	.93	8,784	.91	7,089	.92
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	20,677	2.15	16,741	2.17
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,355	.14	1,059	.14
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	37,937	3.94	35,908	4.65
Domestic Subtotal	664,915	100%	768,240	100%	792,716	100%	962,776	100%	772,765	100%
Canada (see pg. 8, F)	35,706		33,455		32,734		35,806		27,583	
Other Exp. (Pg. 7, E)	29,903		30,025		27,563		29,523		21,910	
Miscellaneous	6,118		2,481		1,472		1,575		368	
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**1,029,680**		**822,626**	
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**		**+20.50%**			

P020
11/19/84

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	**7,652**	**9,095**	**1,413**	**1,144**	**9,065**	**10,239**
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	**7,815**	**9,937**	**1,153**	**975**	**8,968**	**10,912**
1982 -	Eyeglass:	2,211	1,933	198	190	2,409	2,123
	Behind Ear:	3,913	5,304	846	760	4,759	6,064
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 -	Eyeglass:	1,528	1,514	213	209	1,741	1,723
	Behind Ear:	3,060	4,725	843	676	3,903	5,401
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Sep.
a. Maskers:	505	391	-22.57%	478	+22.25%	376
b. Masker Aids:	469	422	-10.02%	479	+13.51%	407

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983	% (+/-)	1984 Jan.-Sep.
Europe:	4,597	4,158	- 9.55%	5,443	+30.90%	4,846
Middle East:	515	360	-30.10%	245	-31.94%	220
Africa:	345	237	-31.30%	536	+126.16%	368
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	2,627	-9.32%	2,112
Japan:	3,783	3,389	-10.42%	2,396	-29.30%	764
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,887	+6.22%	1,834
Unallocated by the reporting companies:	15,121	13,804	-8.71%	15,389	+11.48%	11,766
TOTAL:	30,025	27,563	-8.20%	29,523	+7.11%	21,910

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984 Jan.-Sep.
Alberta	4,135
British Columbia	2,929
Manitoba	1,095
New Brunswick	803
Newfoundland	166
Nova Scotia	872
Ontario	10,586
Prince Edward Island	103
Quebec	2,035
Saskatchewan	1,354
Northwest Territories	7
Yukon Territory	41
Unallocated by the reporting companies	3,457
TOTAL:	27,583

P019
11/19/84

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.						CONV.		TOTALS		
	D	F	D	F	D			F			D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980															
1	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL	**36,057**	**3,274**	**276,404**	**151,925**	**19,127**	**225,623**		**3,737**	**226**		**9,470**	**10,799**	**566,681**	**169,961**	**736,642**
1981															
1	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370	218,984
3	8,713	641	80,584	43,546	3,481	82,153		569	180		1,909	2,596	176,840	47,532	224,372
4	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL	**35,064**	**2,511**	**304,157**	**160,886**	**13,225**	**297,224**		**2,868**	**1,968**		**7,391**	**8,907**	**657,061**	**177,140**	**834,201**
1982															
1	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3	6,841	2,190	73,873	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL	**28,280**	**3,825**	**293,413**	**154,881**	**9,540**	**346,483**		**1,653**	**1,351**		**6,599**	**8,460**	**684,315**	**170,170**	**854,485**
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	**21,744**	**6,116**	**269,718**	**210,924**	**5,575**	**476,413**	**25,102**	**978**	**584**	**-0-**	**4,667**	**7,859**	**803,219**	**226,461**	**1,029,680**
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780
'84TOT.	**9,821**	**3,278**	**179,912**	**149,552**	**1,961**	**398,482**	**63,667**	**760**	**7,587**	**639**	**2,421**	**4,546**	**656,264**	**166,362**	**822,626**
YOUR CO.															
T&O %	**1.20**	**.40**	**21.87**	**18.18**	**.24**	**48.44**	**7.74**	**.09**	**.92**	**.08**	**.29**	**.55**	**79.78**	**20.22**	**100.00**
TYPE %	**1.60%**		**40.05%**				**57.51%**				**.84%**		**100%**		**100%**

D = Domestic Manufactured F = Foreign Manufactured

11/19/84
P018

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,471	.97	6,993	.92	8,429	1.07	9,900	1.03	10,804	1.04
Alaska	578	.09	547	.07	946	.13	1,843	.19	1,643	.16
Arizona	9,712	1.46	11,642	1.52	12,419	1.57	13,813	1.43	15,930	1.52
Arkansas	5,058	.76	5,568	.72	6,826	.86	8,343	.87	9,272	.92
California	86,108	12.95	89,503	11.65	93,198	11.76	116,127	12.06	124,038	11.96
Colorado	10,196	1.53	14,480	1.88	12,447	1.57	13,040	1.35	13,589	1.33
Connecticut	7,528	1.13	7,534	.98	7,897	1.00	10,241	1.06	12,207	1.16
Delaware	1,308	.20	1,390	.18	1,588	.20	1,830	.19	2,048	.20
Wash. D.C.	1,847	.28	2,013	.26	1,893	.24	2,104	.21	2,208	.20
Florida	40,716	6.12	48,804	6.35	52,196	6.58	67,990	7.06	72,290	6.67
Georgia	9,626	1.45	10,818	1.40	10,737	1.35	13,286	1.38	15,000	1.46
Hawaii	1,450	.22	1,585	.21	1,363	.17	1,738	.18	2,268	.22
Idaho	4,001	.60	4,592	.60	5,089	.64	6,988	.73	6,344	.63
Illinois	28,519	4.29	32,265	4.20	32,137	4.05	40,803	4.24	46,098	4.37
Indiana	15,085	2.27	18,203	2.37	18,164	2.29	22,610	2.35	23,219	2.24
Iowa	10,845	1.63	13,475	1.75	15,622	1.97	20,322	2.11	18,786	1.89
Kansas	6,708	1.01	8,657	1.13	8,548	1.08	9,659	1.00	10,346	.97
Kentucky	8,251	1.24	8,602	1.11	10,217	1.29	12,069	1.26	11,446	1.12
Louisiana	7,964	1.20	8,355	1.09	9,476	1.20	11,471	1.19	12,951	1.28
Maine	3,990	.60	3,834	.50	3,596	.45	4,542	.47	4,920	.49
Maryland	8,445	1.27	10,481	1.36	12,380	1.56	14,734	1.53	17,147	1.65
Massachusetts	25,333	3.81	29,393	3.83	28,890	3.64	33,893	3.52	34,676	3.40
Michigan	26,092	3.92	32,483	4.23	34,102	4.30	40,512	4.21	45,563	4.38
Minnesota	11,628	1.75	13,878	1.81	16,820	2.12	21,305	2.21	24,985	2.41
Mississippi	3,890	.59	4,040	.53	4,603	.58	5,422	.57	7,366	.74
Missouri	16,436	2.47	18,142	2.36	19,060	2.40	23,534	2.45	24,922	2.42
Montana	3,340	.50	4,531	.59	3,901	.49	4,308	.45	5,279	.52
Nebraska	5,940	.89	8,319	1.08	8,974	1.13	10,073	1.05	8,255	.79
Nevada	1,966	.30	2,137	.28	2,378	.30	2,717	.28	2,711	.25
Sub Total	**369,031**		**422,896**		**443,896**		**545,217**		**586,311**	**56.39**

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1980		1981		1982		1983		1984	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,621	.39	2,297	.30	2,248	.28	2,779	.29	2,817	.28
New Jersey	14,165	2.13	15,057	1.96	17,474	2.20	20,707	2.15	21,874	2.09
New Mexico	2,902	.44	3,794	.49	4,291	.54	4,932	.51	5,371	.56
New York	36,938	5.55	38,800	5.05	41,854	5.29	48,984	5.09	51,351	4.92
North Carolina	8,709	1.31	9,253	1.20	10,829	1.37	12,567	1.30	14,273	1.35
North Dakota	3,140	.47	3,393	.44	3,364	.42	4,327	.45	4,475	.44
Ohio	24,285	3.65	27,571	3.59	30,687	3.87	37,772	3.92	40,004	3.83
Oklahoma	8,181	1.23	9,875	1.28	11,628	1.47	12,808	1.33	14,126	1.32
Oregon	15,604	2.35	19,066	2.48	19,596	2.48	19,848	2.06	19,189	1.89
Pennsylvania	39,693	5.97	45,201	5.88	46,600	5.88	52,730	5.47	53,402	5.23
Rhode Island	2,990	.45	3,539	.46	3,277	.41	3,685	.38	3,787	.38
South Carolina	4,410	.66	4,541	.59	5,183	.65	6,252	.65	6,049	.61
South Dakota	2,395	.36	3,189	.42	3,050	.38	4,233	.44	4,195	.41
Tennessee	8,421	1.27	10,929	1.42	11,810	1.49	14,125	1.47	14,272	1.39
Texas	38,457	5.78	42,209	5.49	42,637	5.38	52,634	5.47	59,060	5.85
Utah	4,947	.74	6,039	.79	7,762	.98	8,444	.88	7,036	.67
Vermont	3,894	.59	4,202	.55	4,786	.60	6,034	.63	6,860	.66
Virginia	9,679	1.46	10,208	1.33	11,294	1.42	14,120	1.47	14,927	1.48
Washington	15,300	2.30	17,507	2.28	16,794	2.12	21,825	2.27	24,294	2.37
West Virginia	5,698	.86	7,008	.92	7,351	.93	8,784	.91	9,423	.92
Wisconsin	13,619	2.05	15,425	2.02	16,276	2.05	20,677	2.15	22,943	2.17
Wyoming	1,057	.16	1,176	.15	1,200	.15	1,355	.14	1,466	.14
Govt. (US,VA,State)	28,779	4.33	45,697	5.95	28,829	3.65	37,937	3.94	49,105	4.65
Domestic Subtotal	664,915	100%	768,240	100%	792,716	100%	962,776	100%	1,036,610	100%
Canada (see pg. 8, F)	35,706		33,455		32,734		35,806		38,156	
Other Exp. (Pg. 7, E)	29,903		30,025		27,563		29,523		27,700	
Miscellaneous	6,118		2,481		1,472		1,575		421	
GRAND TOTAL	**736,642**		**834,201**		**854,485**		**1,029,680**		**1,102,887**	
% Over Previous Year	**+18.22%**		**+13.24%**		**+2.43%**		**+20.50%**			

P020
1/31/85

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**7,652**	**9,095**	**1,413**	**1,144**	**9,065**	**10,239**
1981 - Eyeglass:	4,218	3,695	317	225	4,535	3,920
Behind Ear:	3,597	6,242	836	750	4,433	6,992
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**7,815**	**9,937**	**1,153**	**975**	**8,968**	**10,912**
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982	% (+/-)	1983	% (+/-)	1984	% (+/-)
a. Maskers:	505	391	-22.57%	478	+22.25%	500	+ 4.60%
b. Masker Aids:	469	422	-10.02%	479	+13.51%	606	+26.51%

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982	% (+/-)	1983	% (+/-)	1984	% (+/-)
Europe:	4,597	4,158	- 9.55%	5,443	+30.90%	6,736	+23.76%
Middle East:	515	360	-30.10%	245	-31.94%	259	+ 5.71%
Africa:	345	237	-31.30%	536	+126.16%	453	-15.49%
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	2,897	-18.99%	2,627	-9.32%	2,793	+ 6.32%
Japan:	3,783	3,389	-10.42%	2,396	-29.30%	836	-65.11%
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	2,718	+30.17%	2,887	+6.22%	2,309	-20.02%
Unallocated by the reporting companies:	15,121	13,804	-8.71%	15,389	+11.48%	14,314	- 6.99%
TOTAL:	**30,025**	**27,563**	**-8.20%**	**29,523**	**+7.11%**	**27,700**	**- 6.17%**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984
Alberta	5,303
British Columbia	3,969
Manitoba	1,519
New Brunswick	1,029
Newfoundland	207
Nova Scotia	1,175
Ontario	14,270
Prince Edward Island	129
Quebec	2,553
Saskatchewan	1,928
Northwest Territories	12
Yukon Territory	41
Unallocated by the reporting companies	6,021
TOTAL:	**38,156**

P019
1/31/85

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal				
1980														
1	8,655	881	63,452	33,859	3,246	46,660		483	-0-		2,613	2,584	124,626	37,807	162,433
2	9,599	1,140	63,546	34,574	6,514	56,748		1,990	-0-		2,578	2,699	138,985	40,403	179,388
3	9,207	574	75,243	41,321	5,013	61,530		692	124		2,435	2,791	153,428	45,502	198,930
4	8,596	679	74,163	42,171	4,354	60,685		572	102		1,844	2,725	149,642	46,249	195,891
TOTAL	**36,057**	**3,274**	**276,404**	**151,925**	**19,127**	**225,623**		**3,737**	**226**		**9,470**	**10,799**	**566,681**	**169,961**	**736,642**
1981														
1	8,160	633	70,738	38,962	3,615	64,891		447	195		2,262	2,154	149,666	42,391	192,057
2	9,059	734	80,860	46,455	3,401	73,540		590	1,500		1,754	1,091	168,614	50,370	218,984
3	8,713	641	80,584	43,546	3,481	82,153		569	180		1,909	2,596	176,840	47,532	224,372
4	9,132	503	71,975	31,923	2,728	76,640		1,262	93		1,466	3,066	161,941	36,847	198,788
TOTAL	**35,064**	**2,511**	**304,157**	**160,886**	**13,225**	**297,224**		**2,868**	**1,968**		**7,391**	**8,907**	**657,061**	**177,140**	**834,201**
1982														
1	6,601	564	72,126	35,015	2,951	74,946		547	7		1,692	2,348	158,316	38,481	196,797
2	8,192	545	75,487	38,326	2,599	86,635		312	603		1,984	1,896	174,897	41,682	216,579
3	6,841	2,190	73,873	40,027	2,167	92,127		605	272		1,588	2,098	176,596	45,192	221,788
4	6,646	526	71,927	41,513	1,823	92,775		189	469		1,335	2,118	174,506	44,815	219,321
TOTAL	**28,280**	**3,825**	**293,413**	**154,881**	**9,540**	**346,483**		**1,653**	**1,351**		**6,599**	**8,460**	**684,315**	**170,170**	**854,485**
1983														
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	**21,744**	**6,116**	**269,718**	**210,924**	**5,575**	**476,413**	**25,102**	**978**	**584**	**-0-**	**4,667**	**7,859**	**803,219**	**226,461**	**1,029,680**
1984														
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261
'84TOT.	**12,257**	**4,190**	**233,997**	**204,270**	**9,402**	**528,057**	**90,083**	**1,168**	**9,156**	**882**	**3,360**	**6,065**	**877,156**	**225,731**	**1,102,887**
YOUR CO.															
T&O %	.87	.33	19.30	19.51	2.66	46.22	9.43	.15	.56	.09	.34	.54	78.82	21.18	100.00
TYPE %	1.20%		38.82%				59.12%				.88%		100%		100%

D = Domestic Manufactured F = Foreign Manufactured

1/31/85
P018

CUMULATIVE REPORT OF HEARING AID SALES
1962-1984
Compiled by the
Hearing Industries Association

YEAR	DOMESTIC	FOREIGN	TOTAL
1962			344,431
1963	336,269	27,110	363,379
1964	353,586	33,863	387,449
1965	363,543	29,988	393,531
1966	366,301	33,906	400,207
1967	374,879	35,694	410,573
1968	405,891	43,004	448,895
1969	421,033	49,948	470,981
1970	437,479	73,268	510,747
1971	477,314	98,987	576,301
1972	488,088	118,739	606,827
1973	459,543	90,322	549,865*
1974	421,845	79,740	501,585*
1975	451,967	88,393	540,360*
1976	434,154	61,981	496,135*
1977	357,531	53,111	410,642*
1978	445,656	139,457	585,113
1979	486,104	154,146	640,250
1980	566,681	169,961	736,642
1981	657,061	177,140	834,201
1982	684,315	170,170	854,485
1983	803,219	226,461	1,029,680
1984	877,156	225,731	1,102,887

*N.B.: HIA (then HAIC) figures for 1973-1977 reflect member company reports only.

1/31/85
P093

A5185-1

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1981		1982		1983		1984		1985 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
Alabama	6,993	.92	8,429	1.07	9,900	1.03	10,804	1.04	2,208	.97
Alaska	547	.07	946	.13	1,843	.19	1,643	.16	411	.19
Arizona	11,642	1.52	12,419	1.57	13,813	1.43	15,930	1.52	4,227	1.84
Arkansas	5,568	.72	6,826	.86	8,343	.87	9,272	.92	1,835	.80
California	89,503	11.65	93,198	11.76	116,127	12.06	124,038	11.96	29,201	12.65
Colorado	14,480	1.88	12,447	1.57	13,040	1.35	13,589	1.33	3,362	1.47
Connecticut	7,534	.98	7,897	1.00	10,241	1.06	12,207	1.16	2,615	1.14
Delaware	1,390	.18	1,588	.20	1,830	.19	2,048	.20	431	.19
Wash. D.C.	2,013	.26	1,893	.24	2,104	.21	2,208	.20	441	.20
Florida	48,804	6.35	52,196	6.58	67,990	7.06	72,290	6.67	20,852	9.04
Georgia	10,818	1.40	10,737	1.35	13,286	1.38	15,000	1.46	3,559	1.55
Hawaii	1,585	.21	1,363	.17	1,738	.18	2,268	.22	571	.26
Idaho	4,592	.60	5,089	.64	6,988	.73	6,344	.63	1,338	.59
Illinois	32,265	4.20	32,137	4.05	40,803	4.24	46,098	4.37	9,219	4.00
Indiana	18,203	2.37	18,164	2.29	22,610	2.35	23,219	2.24	4,170	1.82
Iowa	13,475	1.75	15,622	1.97	20,322	2.11	18,786	1.89	3,833	1.67
Kansas	8,657	1.13	8,548	1.08	9,659	1.00	10,346	.97	2,442	1.07
Kentucky	8,602	1.11	10,217	1.29	12,069	1.26	11,446	1.12	2,188	.96
Louisiana	8,355	1.09	9,476	1.20	11,471	1.19	12,951	1.28	2,686	1.17
Maine	3,834	.50	3,596	.45	4,542	.47	4,920	.49	738	.33
Maryland	10,481	1.36	12,380	1.56	14,734	1.53	17,147	1.65	3,729	1.62
Massachusetts	29,393	3.83	28,890	3.64	33,893	3.52	34,676	3.40	7,586	3.29
Michigan	32,483	4.23	34,102	4.30	40,512	4.21	45,563	4.38	8,854	3.84
Minnesota	13,878	1.81	16,820	2.12	21,305	2.21	24,985	2.41	6,117	2.66
Mississippi	4,040	.53	4,603	.58	5,422	.57	7,366	.74	1,509	.66
Missouri	18,142	2.36	19,060	2.40	23,534	2.45	24,922	2.42	5,064	2.20
Montana	4,531	.59	3,901	.49	4,308	.45	5,279	.52	1,091	.48
Nebraska	8,319	1.08	8,974	1.13	10,073	1.05	8,255	.79	1,787	.78
Nevada	2,137	.28	2,378	.30	2,717	.28	2,711	.25	857	.38

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1981		1982		1983		1984		1985 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	2,297	.30	2,248	.28	2,779	.29	2,817	.28	513	.23
New Jersey	15,057	1.96	17,474	2.20	20,707	2.15	21,874	2.09	4,790	2.08
New Mexico	3,794	.49	4,291	.54	4,932	.51	5,371	.56	1,349	.59
New York	38,800	5.05	41,854	5.29	48,984	5.09	51,351	4.92	11,104	4.82
North Carolina	9,253	1.20	10,829	1.37	12,567	1.30	14,273	1.35	3,393	1.48
North Dakota	3,393	.44	3,364	.42	4,327	.45	4,475	.44	1,075	.48
Ohio	27,571	3.59	30,687	3.87	37,772	3.92	40,004	3.83	8,382	3.64
Oklahoma	9,875	1.28	11,628	1.47	12,808	1.33	14,126	1.32	2,978	1.30
Oregon	19,066	2.48	19,596	2.48	19,848	2.06	19,189	1.89	4,294	1.87
Pennsylvania	45,201	5.88	46,600	5.88	52,730	5.47	53,402	5.23	10,262	4.45
Rhode Island	3,539	.46	3,277	.41	3,685	.38	3,787	.38	862	.38
South Carolina	4,541	.59	5,183	.65	6,252	.65	6,049	.61	1,377	.61
South Dakota	3,189	.42	3,050	.38	4,233	.44	4,195	.41	892	.40
Tennessee	10,929	1.42	11,810	1.49	14,125	1.47	14,272	1.39	2,770	1.21
Texas	42,209	5.49	42,637	5.38	52,634	5.47	59,060	5.85	12,373	5.37
Utah	6,039	.79	7,762	.98	8,444	.88	7,036	.67	1,305	.58
Vermont	4,202	.55	4,786	.60	6,034	.63	6,860	.66	1,302	.57
Virginia	10,208	1.33	11,294	1.42	14,120	1.47	14,927	1.48	3,454	1.06
Washington	17,507	2.28	16,794	2.12	21,825	2.27	24,294	2.37	5,071	2.20
West Virginia	7,008	.92	7,351	.93	8,784	.91	9,423	.92	1,967	.85
Wisconsin	15,425	2.02	16,276	2.05	20,677	2.15	22,943	2.17	5,127	2.22
Wyoming	1,176	.15	1,200	.15	1,355	.14	1,466	.14	315	.14
Govt. (US,VA,State)	45,697	5.95	28,829	3.65	37,937	3.94	49,105	4.65	13,058	5.65
Domestic Subtotal	768,240	100%	792,716	100%	962,776	100%	1,036,610	100%	230,934	100%
Canada (see pg. 8, F)	33,455		32,734		35,806		38,156		10,025	
Other Exp. (Pg. 7, E)	30,025		27,563		29,523		27,700		6,141	
Miscellaneous	2,481		1,472		1,575		421		1,710	
GRAND TOTAL	**834,201**		**854,485**		**1,029,680**		**1,102,887**		**248,810**	
% Over Previous Year	**+13.24%**		**+2.43%**		**+20.50%**		**+7.11%**			

P020
5/15/85

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978 - 239,221 units - - - - $15,140,889.
1979 - 240,374 units - - - - $16,803,453.
1980 - 247,756 units - - - - $17,578,480.
1981 - 253,091 units - - - - $17,373,896.
1982 - 234,979 units - - - - $16,728,254.
1983 - 218,819 units - - - - $16,289,758.
1984 - 321,286 units - - - - $23,065,985.

2. Hearing Aid Parts (dollar value only) ($)

1978 - $1,651,106
1979 - $1,725,803
1980 - $2,495,311
1981 - $3,029,171
1982 - $4,190,383
1983 - $4,148,607
1984 - $8,158,145

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823 units
1979 - 19,638 units
1980 - 24,142 units
1981 - 29,417 units
1982 - 32,191 units
1983 - 31,526 units
1984 - 36,325 units

MISCELLANEOUS DATA (continued)

C. **CROS-BICROS By Type (Participants)**

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1982 - Eyeglass:	2,211	1,933	198	190	2,409	2,123
Behind Ear:	3,913	5,304	846	760	4,759	6,064
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**6,124**	**7,237**	**1,044**	**950**	**7,168**	**8,187**
1983 - Eyeglass:	1,528	1,514	213	209	1,741	1,723
Behind Ear:	3,060	4,725	843	676	3,903	5,401
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,588**	**6,239**	**1,056**	**885**	**5,644**	**7,124**
1984 - Eyeglass:	1,140	1,216	145	165	1,285	1,381
Behind Ear:	3,397	4,376	441	417	3,838	4,793
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**

MISCELLANEOUS DATA (continued)

	1982	% (+/-)	1983	% (+/-)	1984	% (+/-)	1985 Jan.-Mar.
D. TINNITUS MASKERS (Net shipments of number of units)							
a. Maskers:	391	-22.57%	478	+22.25%	500	+ 4.60%	88
b. Masker Aids:	422	-10.02%	479	+13.51%	606	+26.51%	59
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
Europe:	4,158	- 9.55%	5,443	+30.90%	6,736	+23.76%	1,548
Middle East:	360	-30.10%	245	-31.94%	259	+ 5.71%	78
Africa:	237	-31.30%	536	+126.16%	453	-15.49%	55
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,897	-18.99%	2,627	-9.32%	2,793	+ 6.32%	753
Japan:	3,389	-10.42%	2,396	-29.30%	836	-65.11%	122
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,718	+30.17%	2,887	+6.22%	2,309	-20.02%	562
Unallocated by the reporting companies:	13,804	-8.71%	15,389	+11.48%	14,314	- 6.99%	3,023
TOTAL:	**27,563**	**-8.20%**	**29,523**	**+7.11%**	**27,700**	**- 6.17%**	**6,141**

MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1984	1985 Jan.-Mar.
Alberta	5,303	1,161
British Columbia	3,969	1,606
Manitoba	1,519	277
New Brunswick	1,029	115
Newfoundland	207	45
Nova Scotia	1,175	162
Ontario	14,270	3,800
Prince Edward Island	129	27
Quebec	2,553	515
Saskatchewan	1,928	672
Northwest Territories	12	58
Yukon Territory	41	0
Unallocated by the reporting companies	6,021	1,587
TOTAL:	**38,156**	**10,025**

MISCELLANEOUS DATA (continued)

6. **NET UNITS SOLD BY TYPE & ORIGIN:**
Modular ITE's and Conventional Aids

	Domestic Manufactured		Foreign Manufactured		
	Modular ITE	Conventional	Modular ITE	Conventional	TOTAL
1985					
Jan.-Mar.	542	749	355	1,541	
	1,291		1,896		3,187

P019
5/15/85

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.					CONV.		TOTALS		
	D	F	D	F	D			F		D	F	D	F	GT
					Mod.	Custom	Canal	Mod.	Custom	Canal					
1980														
TOTAL	36,057	3,274	276,404	151,925	19,127	225,623		3,737	226		9,470	10,799	566,681	169,961	736,642
T&O %	4.89	.44	37.52	20.62	2.60	30.63		.51	.03		1.29	1.47	76.93	23.07	100.00
TYPE %	5.33%		58.14%				33.77%				2.76%		100%		100%
1981															
TOTAL	35,064	2,511	304,157	160,886	13,225	297,224		2,868	1,968		7,391	8,907	657,061	177,140	834,201
T&O %	4.20	.30	36.46	19.28	1.59	35.63		.34	.24		.89	1.07	78.77	21.23	100.00
TYPE %	4.50%		55.74%				37.80%				1.96%		100%		100%
1982															
TOTAL	28,280	3,825	293,413	154,881	9,540	346,483		1,653	1,351		6,599	8,460	684,315	170,170	854,485
T&O %	3.31	.45	34.34	18.12	1.12	40.55		.19	.16		.77	.99	80.09	19.91	100.00
TYPE %	3.76%		52.46%				42.02%				1.76%		100%		100%
1983															
1	7,038	1,452	71,756	48,357	1,654	100,084		248	41		1,124	2,107	181,656	52,205	233,861
2	5,445	1,528	68,443	50,413	1,342	115,756	4,142	190	26	-0-	1,178	1,898	196,306	54,055	250,361
3	5,047	1,641	67,333	55,589	1,303	119,520	6,676	184	219	-0-	1,266	1,920	201,155	59,533	260,708
4	4,204	1,495	62,186	56,565	1,276	141,053	14,284	356	298	-0-	1,099	1,934	224,102	60,648	284,750
TOTAL	21,744	6,116	269,718	210,924	5,575	476,413	25,102	978	584	-0-	4,667	7,859	803,219	226,461	1,029,680
T&O %	2.11	.59	26.20	20.49	.54	46.27	2.44	.09	.06	.00	.45	.76	78.01	21.99	100.00
TYPE %	2.70%		46.69%				49.40%				1.21%		100%		100%
1984															
1	3,656	1,061	59,844	44,923	717	125,271	18,257	393	2,872	315	813	1,752	208,558	51,316	259,874	+11.12%
T&O %	1.41	.41	23.03	17.29	.28	48.20	7.03	.15	1.11	.12	.31	.66	80.26	19.74	100.00	
2	3,123	421	62,760	48,026	753	133,487	20,548	169	2,547	90	777	1,271	221,448	52,524	273,972	+ 9.43%
T&O %	1.14	.15	22.92	17.54	.27	48.72	7.50	.06	.93	.03	.28	.46	80.83	19.17	100.00	
3	3,042	1,796	57,308	56,603	491	139,724	24,862	198	2,168	234	831	1,523	226,258	62,522	288,780	+10.77%
T&O %	1.05	.62	19.85	19.60	.17	48.38	8.61	.07	.75	.08	.29	.53	78.35	21.65	100.00	
4	2,436	912	54,085	54,718	7,441	129,575	26,416	408	1,569	243	939	1,519	220,892	59,369	280,261	- 1.58%
T&O %	.87	.33	19.30	19.51	2.66	46.22	9.43	.15	.56	.09	.34	.54	78.82	21.18	100.00	
'84TOT.	12,257	4,190	233,997	204,270	9,402	528,057	90,083	1,168	9,156	882	3,360	6,065	877,156	225,731	1,102,887	
T&O %	1.11	.38	21.22	18.52	.85	47.88	8.17	.11	.83	.08	.30	.55	79.53	20.47	100.00	
TYPE %	1.49%		39.74%				57.92%				.85%		100%		100%	
YOUR CO.																

D = Domestic Manufactured F = Foreign Manufactured

NET UNITS SOLD BY TYPE AND ORIGIN

	EYEGLASS		B.T.E.		I.T.E.								MISC.*		TOTALS		
	D	F	D	F	D				F				D	F	D	F	GT
					Stock Canal	Custom	Half-Concha	Canal	Stock Canal	Custom	Half-Concha	Canal					
1985																	
1	2,049	1,040	44,020	45,659	2,948	118,276	2,751	25,414	534	2,833	-0-	99	1,291	1,896	196,749	52,061	248,810
T&O %	.83	.42	17.69	18.35	1.18	47.54	1.11	10.21	.21	1.14	.00	.04	.52	.76	79.08	20.92	100.00
2																	
T&O %																	
'85TOT	2,049	1,040	44,020	45,659	2,948	118,276	2,751	25,414	534	2,833	-0-	99	1,291	1,896	196,749	52,061	248,810
T&O %	.83	.42	17.69	18.35	1.18	47.54	1.11	10.21	.21	1.14	.00	.04	.52	.76	79.08	20.92	100.00
TYPE %	1.25%		36.04%		61.43%								1.28%		100%		100%
YOUR CO.																	

D = Domestic Manufactured F = Foreign Manufactured

- 4.26%

* Includes Modular ITE's and Conventional Aids, detailed on Page 9.

5/15/85

P024